



SECURITIES A

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#### ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

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#### **FACING PAGE**

Information Required or Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	01/01/03 MM/DD/YY	AND ENDING	12/31/03 MM/DD/YY
	REGISTRANT IDENTI	FICATION	
NAME OF BROKER-DEALER:			
Ameritas Investment Corp.	·	SEC MAIL	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINI	ESS: (Do not use P.O. Box I		ECENEO CE
The Ameritas Building,	5900 O Street, 4th Fl	oor \\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \	2
	(No. and Street)	100 70-	2009
Lincoln (City)	NE (State)		SECTION 68510-2234 (Zip Code)
(3.4)			(,)
NAME AND TELEPHONE NUMBER OF PERS	SON TO CONTACT IN REC	GARD TO THIS REPO	RT
Vincent Ganshorn			402-467-7718 (Area Code – Telephone No.)
INDEPENDENT PUBLIC ACCOUNTANT who	se opinion is contained in the		
Deloitte & Touche LLP	ame – if individual, state last, first,		
. (N	ame – ij individudi, state idst, jirsi,	miaaie namej	
1248 O Street, Suite 1040	Lincoln	Nebraska	68508-1469
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:  Certified Public Accountant Public Accountant			PROCESSED
Accountant not resident in United Stat	es or any of its possessions.	(	MAR 23 2004
		()	THOWSON FINANCIAL
	FOR OFFICIAL USE O	NLY	
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\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a5(e)(2).

SEC 1410 (6-02)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

#### OATH OR AFFIRMATION

I, William R. Giovanni swear (or affirm) that, to the be	est of my
knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of _	
Ameritas Investment Corp. , as of	,
December 31 , 2003 , are true and correct, I further swear (or affirm) that neither the	.~ 1
company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classolely as that of a customer, except as follows:	sified
solely as that of a customer, except as follows:	
•	
W & Gran.	
Name	
Chairman and CEO	
Title	
	•
A GENERAL NOTARY-State of Nebraska	
SUSAN K. TOWNS	
Notary Public My Comm. Exp. June 24, 2004	
This report** contains (check all applicable boxes):	
and report of the second of approach of the second of the	
(a) Facing page.	
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
<ul> <li>(d) Statement of Cash Flows.</li> <li>(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.</li> <li>(f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.</li> <li>(g) Computation of Net Capital.</li> <li>(h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.</li> <li>(i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.</li> </ul>	
(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.  (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.	
(g) Computation of Net Capital.	
(h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.	•
(i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.	
(j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15	ic3-1 and
the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.	
(k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to	methods
of consolidation.	
(1) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.  (n) Supplemental Report on Internal Control.	
(1) Supplemental Report on Internal Control.	

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

#### INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SECURITIES AND EXCHANGE COMMISSION RULE 17a-5

Ameritas Investment Corp. Lincoln, Nebraska

In planning and performing our audit of the financial statements of Ameritas Investment Corp. (the Company) (a wholly owned subsidiary of AMAL Corporation) for the year ended December 31, 2003 (on which we have issued our report dated February 26, 2004), we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing an opinion on the financial statements and not to provide assurance on the Company's internal control.

Also, as required by Rule 17a-5(g)(1) under the Securities Exchange Act of 1934, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by the Company that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control and of the practices and procedures, and to assess whether those practices and procedures can be expected to achieve the Securities and Exchange Commission's (the Commission) above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized acquisition, use, or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control or the practices and procedures referred to above, misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal control or of such practices and procedures to future periods are subject to the risk that they may become inadequate because of changes in conditions or that the degree of compliance with the practices or procedures may deteriorate.

Our consideration of the Company's internal control would not necessarily disclose all matters in the Company's internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements caused by error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the Company's internal control and its operation (including control activities for safeguarding securities) that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2003, to meet the Commission's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the National Association of Securities Dealers, the Securities and Exchange Commission, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Lincoln, Nebraska February 26, 2004

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors Ameritas Investment Corp. Lincoln, Nebraska

We have audited the following financial statements of Ameritas Investment Corp. (the Company) (a wholly owned subsidiary of AMAL Corporation) for the years ended December 31, 2003 and 2002, that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934:

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Statements of Financial Condition	3
Statements of Operations	4
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Statements of Cash Flows	6

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. Our procedures included a review of the Company's control activities for safeguarding securities. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such financial statements present fairly, in all material respects, the financial position of Ameritas Investment Corp. at December 31, 2003 and 2002, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The following supplemental schedule of Ameritas Investment Corp. as of December 31, 2003, is presented for the purpose of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934:

Page

Computation of Net Capital for Brokers and Dealers Pursuant To Rule 15c3-1 Under the Securities Exchange Act of 1934

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This schedule is the responsibility of the Company's management. Such schedule has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, is fairly stated in all material respects when considered in relation to the basic financial statements taken as a whole.

Lincoln, Nebraska

February 26, 2004

### AMERITAS INVESTMENT CORP. STATEMENTS OF FINANCIAL CONDITION

	December 31			
•	2003	2002		
ASSETS				
Cash and cash equivalents	\$ 10,005,394	\$ 5,967,800		
Cash segregated under federal and other regulations	543,917	44,757		
Clearing account deposit with broker dealer	255,000	120,000		
Receivables:				
Affiliates	22,664	197,746		
Commissions	208,619	389,083		
Advisory fees-affiliates	235,036	187,817		
Securities sold	1,379,430	1,133,944		
Other	454,269	145,874		
Securities owned:				
Marketable, at market value	714,788	57,663		
Municipal warrants, at estimated fair value	896,647	1,467,610		
Deferred income taxes	296,269	466,532		
Software, net of amortization of \$561,001 and \$502,609	138,868	137,707		
Other assets	266,008	18,349		
	f 45 440 000	<b>*</b> 40.004.000		
Total Assets	\$ 15,416,909	\$ 10,334,882		
LIABILITIES AND STOCKHOLDER'S EQUITY LIABILITIES:				
Accounts payable:	¢ 2410.010	\$ 627,073		
Affiliates	\$ 2,419,910			
Commissions	923,556	815,402		
Subadvisory fees Other	229,810	182,862		
<del>.</del>	1,311,952	293,389		
Accrued salary related expenses	1,777,769	1,404,101		
Deferred underwriting revenue	46.043	152,855		
Securities sold, not yet purchased, at market value	16,913	42,656		
Income taxes payable  Total Liabilities	108,490 6,788,400	33,304 3,551,642		
Total Liabilities	0,780,400	3,331,042		
COMMITMENTS AND CONTINGENCIES				
STOCKHOLDER'S EQUITY:				
Common stock, par value \$.10 per share; authorized				
500,000 shares, issued and outstanding 209,900 shares	20,990	20,990		
Additional paid-in capital	4,279,010	4,279,010		
Retained earnings	4,328,509	2,483,240		
Total Stockholder's Equity	8,628,509	6,783,240		
Tabel High Water and Observation 1997	A 45 110 000	A 40 004 000		
Total Liabilities and Stockholder's Equity	\$ 15,416,909	\$ 10,334,882		

The accompanying notes are an integral part of these financial statements.

### AMERITAS INVESTMENT CORP. STATEMENTS OF OPERATIONS

	Years Ended December 31				
	2003	2002			
INCOME:					
Commissions-affiliates	\$ 18,208,068	\$ 22,411,140			
Commissions	23,039,921	20,846,806			
Underwriting income	7,381,185	6,284,668			
Advisory fees	1,823,850	1,407,346			
Service fees-affiliates	2,922,586	3,650,180			
Investment income	414,832	480,576			
Other income	678,031	549,526			
	54,468,473	55,630,242			
EXPENSES:					
Commissions-affiliates	17,922,925	21,836,759			
Commissions	18,573,296	17,271,905			
Clearing fees	1,019,505	879,543			
Salary and salary related	5,723,624	5,162,821			
Subadvisory fees-affiliates	225,665	268,367			
Subadvisory fees	1,775,522	2,149,974			
Communications	437,520	450,592			
Occupancy and equipment rental	714,549	661,881			
Service fees-affiliates	1,721,103	1,645,242			
Training and registration	384,628	388,001			
Travel and promotion	462,356	498,023			
Other expenses	1,413,257	1,374,009			
	50,373,950	52,587,117			
Income before income taxes	4,094,523	3,043,125			
Income taxes - current	1,328,991	1,188,877			
Income taxes - deferred	170,263	(137,931)			
	1,499,254	1,050,946			
Net income	\$ 2,595,269	\$ 1,992,179			

The accompanying notes are an integral part of these financial statements.

AMERITAS INVESTMENT CORP. STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY

			Additional		
	Commo	Common Stock	Paid-in	Retained	
	Shares	Amount	Capital	Earnings	Total
BALANCE, January 1, 2002	209,900	\$ 20,990	\$ 4,279,010	\$ 2,491,061	\$ 6,791,061
Dividend paid to parent AMAL Corporation, December 23, 2002	,	·	<b>,</b>	(2,000,000)	(2,000,000)
Net income		1	,	1,992,179	1,992,179
BALANCE, December 31, 2002	209,900	20,990	4,279,010	2,483,240	6,783,240
Dividend paid to parent AMAL Corporation, July 29, 2003		1	,	(750,000)	(750,000)
Net income	1		•	2,595,269	2,595,269
BALANCE, December 31, 2003	209,900	\$ 20,990	\$ 4,279,010	\$ 4,328,509	\$ 8,628,509

The accompanying notes are an integral part of these financial statements.

### AMERITAS INVESTMENT CORP. STATEMENTS OF CASH FLOWS

	Years Ended December 31			
		2003		2002
OPERATING ACTIVITIES:				
Net income	\$	2,595,269	\$	1,992,179
Adjustments to reconcile net income to net cash flows from operating activities:				
Amortization		58,392		44,741
Deferred income taxes		170,263		(137,931)
Change in assets and liabilities:				
Cash segregated under federal and other regulations		(499,160)		390,486
Clearing account deposit with broker dealer		(135,000)		-
Receivables		(245,554)		(302,906)
Securities owned		(86,162)		108,525
Income taxes payable		75,186		273,651
Other assets		(247,659)		4,861
Accounts payable		2,966,502		(1,209,456)
Accrued salary related expenses		373,668		233,751
Deferred underwriting revenue		(152,855)		152,855
Securities sold, not yet purchased, at market value		(25,743)		(23,589)
Net cash flows from operating activities		4,847,147		1,527,167
INVESTING ACTIVITIES:				
Purchase of software		(59,553)		(102,435)
FINANCING ACTIVITIES:				
Dividends paid to parent		(750,000)		(2,000,000)
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		4,037,594		(575,268)
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR		5,967,800		6,543,068
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$	10,005,394	\$	5,967,800
Supplemental cash flow information:				
Cash paid for income taxes	\$	1,253,805	\$	915,226

The accompanying notes are an integral part of these financial statements.

#### 1. BASIS OF PRESENTATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **DESCRIPTION OF BUSINESS**

Ameritas Investment Corp. (the Company) was incorporated December 29, 1983, and effective April 1, 1996 became a wholly owned subsidiary of AMAL Corporation, a holding company majority owned by Ameritas Life Insurance Corp. (ALIC), and minority owned by AmerUs Life Insurance Company (AmerUs) and starting in 2002, Acacia Life Insurance Company (Acacia Life), Acacia National Life Insurance Company (Acacia National), and Acacia Financial Corporation (AFCO). ALIC and Acacia Life are wholly owned subsidiaries of Ameritas Holding Company (AHC) which is a wholly owned subsidiary of Ameritas Acacia Mutual Holding Company (AAMHC). The Company operates as a registered broker dealer on a "fully disclosed basis" under agreements with Pershing, LLC and Dain Rauscher, Inc. The Company is a broker dealer registered with the Securities and Exchange Commission and is a member of the National Association of Securities Dealers. The Company generates commission income and advisory income from distributing products for affiliates. The Company also engages in underwriting municipal bonds. The Company is exempt from provisions of the Securities and Exchange Commission Rule 15c3-3.

The financial statements do not include a statement of changes in liabilities subordinated to claims of general creditors as no such liabilities existed as of December 31, 2003 or 2002 or during the years then ended.

#### **USE OF ESTIMATES**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **SECURITIES TRANSACTIONS**

All transactions with and for customers are made on a fully disclosed basis with a clearing broker dealer or registered investment company which carries the accounts of such customers. Purchases and sales of securities and related commission revenue and expenses are recorded on a trade date basis.

#### UNDERWRITING INCOME

Underwriting income arises from security offerings in which the Company acts as an underwriter or agent. Underwriting fees are recognized as income at the time the underwriting is completed and the income is reasonably determinable.

#### **ADVISORY FEES**

Advisory fees are received monthly and are recognized as earned.

#### SERVICE FEES

Service fees are recognized as earned.

#### **INCOME TAXES**

The Company files a consolidated tax return with AMAL Corporation. Consolidated tax results are distributed as if filed on a separate return basis. Deferred income taxes are recognized for the differences in the tax basis of assets and liabilities and their financial reporting amounts based on the current enacted tax rates.

### 1. BASIS OF PRESENTATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)

#### **CASH EQUIVALENTS**

The Company considers all highly liquid debt securities with a remaining maturity of less than three months when purchased to be cash equivalents.

#### **SECURITIES OWNED**

Marketable securities are carried at market value determined using an independent pricing source and municipal warrants are valued at par which represents estimated fair value. Changes in value are included as investment income in the statements of operations.

#### SOFTWARE

Software is carried at cost less accumulated amortization. The Company provides for amortization using a straight-line basis over 3 years.

#### **RECLASSIFICATIONS**

Certain items in the prior year financial statements have been reclassified to conform to current year presentation.

#### 2. CASH SEGREGATED UNDER FEDERAL AND OTHER REGULATIONS

Cash has been segregated in a special reserve bank account for the benefit of customers under the exemptive provisions of Rule 15c3-3 of the Securities and Exchange Commission.

#### 3. SECURITIES OWNED

Securities owned consist of the following:

	Marketable, at market value December 31			Municipal warrants, at estimated fair value December 31			air value
	 2003		2002		2003		2002
Municipal bonds	\$ 712,134	\$	57,605	\$	-	\$	-
Equity securities	2,654		58		-	•	-
Municipal warrants	-		-		896,647		1,467,610
Total securities owned	\$ 714,788	\$	57,663	\$	896,647	\$	1,467,610

#### 4. RELATED PARTY TRANSACTIONS

The Company acts as a distributor of variable life insurance and variable annuity policies for Ameritas Variable Life Insurance Company (AVLIC), an affiliate, First Ameritas Life Insurance Corp. of New York (FALIC), an affiliate and variable life insurance and variable and group annuity policies for ALIC. This commission activity is reflected on the statements of operations as Commissions-affiliates.

The Company is the underwriter for variable life insurance and variable annuity policies issued by AVLIC, FALIC and ALIC for which the Company collects a fee. In addition, the Company provides advisory services to the AVLIC Variable Insurance Trust. For this service the Company receives an advisory

#### 4. RELATED PARTY TRANSACTIONS, (continued)

service fee and in turn the Company pays a subadvisory fee to portfolio managers including a subadvisory fee paid to Calvert Asset Management Company, Inc., an affiliate. The Company also pays an advisory service fee to Ameritas Investment Advisors, an affiliate. Fees collected are reflected as service fees-affiliates and fees paid as subadvisory fees-affiliate in the statements of operations.

ALIC, AVLIC and AMAL Corporation provide support services including technical, legal, marketing and facilities to the Company through administrative service agreements. These fees are included in the statements of operations under expenses as Service fees-affiliates.

On October 31, 2003, all of the broker dealer activities of The Advisors Group, Inc.'s (TAG), an affiliate, registered representatives were assumed by the Company. In connection with this transfer, accrued salary related liabilities of approximately \$206,000 were assumed in exchange for cash. Income and expenses related to the new representatives are included in the operations of the Company commencing on November 1, 2003.

AIC provides support services to TAG through administrative service agreements. These fees amounted to approximately \$620,000 in 2003 and are reflected as a reduction of the Company's expenses.

Transactions with related parties are not necessarily indicative of revenues and expenses which would have occurred had the parties not been related.

#### 5. NET CAPITAL

The Company, as a registered broker and dealer in securities, is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital (net capital ratio), not exceed 15 to 1 (minimum capital of at least 6 2/3% of aggregate indebtedness). At December 31, 2003, the Company had net capital of \$6,352,548 which was \$5,901,116 in excess of required capital of \$451,432. At December 31, 2002, the Company had net capital of \$5,080,520 which was \$4,830,520 in excess of its required capital of \$250,000. At December 31, 2003 the Company's net capital ratio was 1.07 to 1 and at December 31, 2002 the Company's net capital ratio was .69 to 1.

#### 6. BENEFIT PLANS

The Company participates in a non-contributory defined benefit plan (the Plan or Pension Plan) sponsored by AHC. Pension costs include current service costs, which are accrued and funded on a current basis, and post service costs, which are amortized over the average remaining service life of all employees on the adoption date. The assets and liabilities of this plan are held by AHC. Total Company contributions for the years ended December 31, 2003 and 2002 were \$10,598 and \$7,448, respectively.

The Company's employees and agents participate in a defined contribution plan that covers substantially all full-time employees and agents of AHC and its subsidiaries. Company matching contributions under the defined contribution plan range from 0.5% to 3% in 2003 and 2002. In addition, for eligible employees who are not Pension plan participants, the Company makes a contribution of 6.0% of the participants' compensation. Contributions by the Company to the defined contribution plan were \$440,120 and \$299,383 in 2003 and 2002, respectively.

#### 6. BENEFIT PLANS, (continued)

The Company is also included in the post-retirement benefit plan providing group medical coverage to retired employees of AMAL Corporation and its subsidiaries. For employees eligible to retire on or before January 1, 2000, these benefits are a specified percentage of premium until age 65 and a flat dollar amount thereafter. For employees eligible for retirement after January 1, 2000, benefits will be provided up to the date when the employee becomes eligible for Medicare. Employees become eligible for these benefits upon the attainment of age 55, 15 years of service and participation in the plan for the immediately preceding 5 years. Benefit costs include the expected cost of post retirement benefits for newly eligible employees, interest cost, and gains and losses arising from differences between actuarial assumptions and actual experience. The assets and liabilities of this plan are not segregated. Total Company contributions were \$40,303 and \$40,911 for the years ended December 31, 2003 and 2002, respectively.

Expenses for the defined benefit plan and post retirement group medical plan are allocated to the Company based on the number of employees in AMAL Corporation and its subsidiaries.

#### 7. INCOME TAXES

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. At December 31, 2003 and 2002, the Company's deferred tax asset relates primarily to certain benefit programs of the Company. Gross deferred tax assets were \$341,522 and \$506,828 as of December 31, 2003 and 2002, respectively. The Company's deferred tax liabilities relates primarily to amortizable software and state income taxes. Gross deferred tax liabilities were \$45,253 and \$40,296 as of December 31, 2003 and 2002, respectively.

#### 8. COMMITMENTS AND CONTINGENCIES

From time to time, the Company is subject to various legal matters in the normal course of business. Management does not believe that the Company is party to any such pending litigation which would have a material adverse effect on its financial statements or future operations.

In the normal course of business, the Company enters into underwriting commitments. Transactions relating to such underwriting commitments that were open at December 31, 2003, had no material effect on the financial statements as of that date.

In addition, the Company has sold securities that it does not currently own and will therefore be obligated to purchase such securities at a future date. The Company has recorded these obligations in the financial statements at market values of the related securities and will incur a loss if the market value of the securities increases subsequent to December 31, 2003.

In the normal course of business the Company's customer activities involve, principally through its clearing firm, various securities transactions. These activities may expose the Company to off balance sheet risk in the event the customer or clearing firm is unable to fulfill its contractual obligations.

# AMERITAS INVESTMENT CORP. SUPPLEMENTARY SCHEDULE COMPUTATION OF NET CAPITAL FOR BROKERS AND DEALERS PURSUANT TO RULE 15c3-1 UNDER THE SECURITIES EXCHANGE ACT OF 1934

#### **December 31, 2003**

Aggregate indebtedness	\$	6,771,487
Stockholder's equity	\$	8,628,509
Deduct:		
Non-allowable assets		1,801,374
Excess fidelity bond deductible		270,000
"Haircut" on securities		204,587
		2,275,961
Net capital	_\$_	6,352,548
Minimum capital (greater of \$250,000 or 6-2/3% of aggregate indebtedness)	\$	451,432
Ratio of aggregate indebtedness to net capital	·	1.07:1

Statement pursuant to paragraph (d) (4) of Rule 17a-5

There is no material difference between the computation of net capital and net capital required as presented herein and that reported by the Company in Part IIA of amended Form X-17A-5 as of December 31, 2003.

## INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SECURITIES AND EXCHANGE COMMISSION RULE 17a-5

Ameritas Investment Corp. Lincoln, Nebraska

In planning and performing our audit of the financial statements of Ameritas Investment Corp. (the Company) (a wholly owned subsidiary of AMAL Corporation) for the year ended December 31, 2003 (on which we have issued our report dated February 26, 2004), we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing an opinion on the financial statements and not to provide assurance on the Company's internal control.

Also, as required by Rule 17a-5(g)(1) under the Securities Exchange Act of 1934, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by the Company that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control and of the practices and procedures, and to assess whether those practices and procedures can be expected to achieve the Securities and Exchange Commission's (the Commission) above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized acquisition, use, or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control or the practices and procedures referred to above, misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal control or of such practices and procedures to future periods are subject to the risk that they may become inadequate because of changes in conditions or that the degree of compliance with the practices or procedures may deteriorate.

Our consideration of the Company's internal control would not necessarily disclose all matters in the Company's internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements caused by error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the Company's internal control and its operation (including control activities for safeguarding securities) that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2003, to meet the Commission's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the National Association of Securities Dealers, the Securities and Exchange Commission, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Lincoln, Nebraska February 26, 2004